

UNITED STATES DEPARTMENT OF AGRICULTURE  
FARM SECURITY ADMINISTRATION  
REGION V

DEMONSTRATION OF IMPORTANT STEPS IN FARM AND HOME PLANNING

Characters in This Demonstration

John Smith is the County FSA Supervisor. Sallie Jones is the Home Supervisor. Susie Brown is the clerk. Jim Allen is an FO borrower who is on variable payment plan and also has an RR loan. Mary is Allen's wife. Jones has been in the county 3 or 4 years. Smith returned from the Army in May 1946. The Allens came on RR in 1939 and on FO in 1942.

Scene One

All the members of the county staff are in the county office. It is Friday morning, October 18.

Smith: The main thing we want to do this morning is make our seasonal calendar for the next four months. We must get an early start on making farm and home plans. We have a lot of other important jobs to do along with the planning. Lets list the major jobs ahead of us for the next four months and figure out how to do them.

Jones: Last year we didn't start making farm and home plans till nearly Christmas and we liked to never have finished. They told us at the District Meeting to take plenty of time to talk to the husband and wife before starting to write the plan. We started out to do that and then they said we had to get RR loans in a big hurry. Then we didn't have time to talk.

Smith: How many farm and home plans will we have to make?

Brown: We have 153 active RR and FO borrowers.

Smith: I believe we estimated that 15 of them would pay out.

Brown: We have 13 applications for new loans. We always get several after Christmas.

Smith: Miss Jones, do you think we will get 20 new loans?

Jones: We ought to get at least that many, provided we write them before the men get tired of waiting and make other arrangements.

Smith: That gives us 158 plans to write.

Jones: About 100 of them would want RR loans.

Smith: How many 528's will we have to make?

Brown: We have 47 active FO borrowers.

Jones: But, we have to complete the appraisals on all RR borrowers.

Smith: Yes, that's right.

Jones: We might make 3 dockets a day.

Smith: Suppose we set our goal to make a minimum of 10 dockets a week and carry on our other work.

Brown: That would take 4 months.

Jones: If we start the first part of November we will be through by March first.

Smith: Don't you think we can do that and have our FO Annual Meeting in February?

Jones: As we see the families we can talk about Annual Meetings.

Brown: You have 5 more repossession to make and 21 collection-only borrowers to visit in the next 2 months.

Smith: Put 3 of those repossession in November and the other 2 in December. Schedule the C.O. borrowers to be visited as we make farm and home plans.

Jones: I wish somebody would repossess old man Sam Raburn. He has refused to pay us for two years and will not give up any chattels.

Smith: We will write the Regional Office for help on him.

(Note: After completing the seasonal calendar for November, December, January and February the group adjourns.)

#### Scene Two

It is Friday, October 25, and the Monthly Planning Meeting is in progress.

Smith: We are to make 40 farm and home plans in November. Miss Jones, you and I will travel together and both help make plans. Where do you think we should start?

Jones: Up in the North East part of the county so we can get through there before roads get bad. We couldn't get there last January and February.

Smith: Miss Brown, you may set the tabs on 40 borrowers in that part of the county. We will take FO and RR borrowers as we come to them. Take a letter. (Smith dictates form letter telling borrowers when they will be there.) I want you to be sure and send each borrower a letter just 5 days before the day we are to make the visit. Please don't forget that, because it is important. You know the information to put on 528's and Family Appraisals. Put the necessary forms in field folders.

Jones: I will be ready to start at 8:15 A.M. Monday, November 4. If it is OK we'll go in my car the first day.

Smith: I'll be right here. Don't forget your lunch because we are going to stay all day.

### Scene Three

It is 9:00 A.M., Monday, November 4. Smith and Jones have just arrived at Jim Allen's place. (We will call them Mr. Allen and Mrs. Allen.)

Mr. Allen: Howdy, Mr. Smith, I am glad to see you, and you too Miss Jones. But, if you hadn't wrote me that letter I wouldn't been here. I was afixin' to go down to my Daddy's to help him pull corn.

Jones: How's Mrs. Allen and the children?

Mr. Allen: Oh! she's just tolerable. Been havin' the headache. She's lookin' for you - go right in.

(Jones and Mrs. Allen go to the garden, poultry house and then come back to the kitchen, talking all the time about how the plans worked out and what to do next year. They take a look at the record book.)

(Smith and Mr. Allen walk over the farm, see the livestock, etc., as they talk things over.)

### Scene Four

It is 10:00 A.M. and the four of them are seated around a table starting to complete the 528 and the farm and home plan. Mr. Allen has a copy of the current farm and home plan. Mrs. Allen has the record book. Jones has the form to be used in writing next year's farm and home plan. Smith has the 528.

Smith: Mr. and Mrs. Allen, would you like for us to check up a little and see how you got along this year?

Jones: Maybe that would help us about making next year's plan.

Mr. Allen: I want to know how much profit we made.

Smith: Well, lets put down and add up the money you made. (He starts filling in Table D of the 528.) Mrs. Allen, how much did you make on eggs? How about chickens?

Smith: That is a total of \$860.

Mr. Allen: We still have 3 bales of cotton.

Mrs. Allen: And we are goin' to sell them two spotted yearlings, next week.

Smith: What are they worth?

Mr. Allen: That cattle buyer said he would give me \$80.

Smith: Now we have a total of \$1250. Mr. Allen how much does your plan say you would make?

Mr. Allen: It says \$1600 but we was planin' on 10 bales of cotton and just got 7.

(OVER)

Mrs. Allen: We had a bad stand and the boll weevil got a lot of it.

Smith: I believe we talked about that when I was here in August and decided that you planted too late.

Mr. Allen: Yes, I planted April 24 and 25. I want to plant about April 10 next year. That's what they advised us at the Experiment Station.

Jones: That's already written on this plan.

Smith: We talked about planting 15 acres instead of 12.

Mr. Allen: I want to plant 3 acres of that best corn land in cotton.

Jones: That is also on the plan for next year.

Smith: Can you do that and still make enough corn?

Mr. Allen: You know we decided to plant 3 acres of highgear after oats.

Jones: Yes, that's on the plan.

Mrs. Allon: We had a nice chance of pigs and the cholera killed all but 4 of them.

Smith: Did you have your hogs treated for cholera?

Mr. Allen: We had never lost any hogs and didn't think it would pay to treat them. I shore do want to treat them next year.

Smith: Miss Jones, will you write that on next year's plan? Suppose we take a look at your expenses. Mrs. Allon, what do you have on your book? (Smith fills in Tables G, H, and I.)

Smith: Well, it looks like you came pretty close to the \$400 for farm operating but for family living you spent \$475 instead of \$350 as you had planned.

Mrs. Allen: We had a \$125 doctor bill.

Jones: We have written on your plan that you will join the Health Association next year.

Mr. Allen: Yes, we want to get into it. It will be good health insurance.

Smith: Lets put down your capital goods and livestock expenses. (Smith fills in Tables J and B). That leaves you \$325 to pay on old debts and on your farm. The payment on your old debt is \$50 and that leaves \$275.

Mr. Allon: I wanted to buy a registered sow pig from Mr. Hill and he wants \$25 for it. (Jones writes that on next year's plan)

Smith: That will leave you \$250. Your FO payment is \$175 and you are on schedule.

Mrs. Allon: That will put us \$75 ahead.

(OVER)

Smith: Now we are ready to finish your farm and home plan for next year. (Jones fills in Table A of the 14 as Mr. & Mrs. Allen call off what they own. They and Smith help decide values. Jones then reads off what has already been entered on Tables B, C and D.)

Smith: Are there any other improvements you want to make?

Mrs. Allen: We want to plant a fall garden down by the ditch. It gets too dry here at the house. (Jones writes it on the plan).

Mr. Allen: I reckon the rest of the plan will be about the same.

Smith: How much do you think you will make per acre on your crops? (They talk about yields in previous years and how the Allens plan to increase yields next year. After completing Tables B, C and D they start on Table E.)

Jones: Lets see what you have in the record book on family expenses for this year? (Jones fills in Table E as they discuss and estimate expenses.)

Smith: What about the farm expenses in your record book? (They discuss and agree as Jones fills in Table F.) Now we come to capital expenditures.

Jones: The sow pig would go there.

Mr. Allen: And, we plan to buy a cotton dusting outfit. It will cost about \$25. I need to trade that old black mule. I would have to pay about \$125 to boot. (Jones writes this into the plan.)

Smith: Our "Annual Income Return" shows that you will not have any operating capital. How much money will you have to borrow?

Mrs. Allen: We can get our family living out of the chickens and other minor sources of cash income, except for the money to be put in the Health Association.

Jones: That will be \$25.

Mr. Allen: The seed, fertilizer and poison will run about \$175, the duster \$25, and the mule trade \$125.

Smith: That's a total of \$350. Now we are ready to figure the total amount of money you plan to have and how you are to use it. (They fill in Table I)

Mr. Allen: How much will we have for paying debts?

Smith: Your total cash income is \$1550 and your loan is \$350, making a total of \$1900. Your family living is \$325, farm operating \$450 and capital goods \$150. That makes a total of \$925. It leaves \$875 to pay on debts and keep for next year's operating. Payment on this year's RR loan will be \$250, on your old loan it will be \$50 and your interest will be about \$25. That is a total of \$325 on RR debts. It leaves \$550 for payment on your farm and to keep for next year's operations.

(OVER)

Mr. Allen: The farm payment is \$175.

Smith: You have enough to make two payments.

Mrs. Allen: Why should we make two payments when we are already \$75 ahead?

Smith: The good part about this kind of farm loan is that you can get ahead in good crop years and when prices are high. This keeps you from having to live so hard or maybe lose your farm when there is a depression, or when you have a crop failure. There has been a depression after every war in the United States. Prices have always gone away down after getting up so high.

Jones: You save money by paying your farm out faster.

Mr. Allen: They talked about that at our annual meeting.

Mrs. Allen: Well, if that's the way it is we should make two payments.

Smith: Let's look over this plan and see if everything is like you want it. Miss Jones, will you please read the improvements to be made?

Mr. Allen: That is what we want to do.

Mrs. Allen: And I feel like we can do it.

Smith: When can you come to the office to sign your loan papers?

Mr. Allen: I was planin' to come to town next Monday.

Mrs. Allen: I can come with him.

Smith: We won't be there but Miss Brown will fix them up for you. It may take 3 or 4 weeks to get the money.

Jones: What do you all think about having the annual borrowers' meeting the second week in February? (The four talk about this meeting for several minutes.)

Mrs. Allen: That's a long time off, but if the Lord is willin' we'll be there.

It is 11:30 A.M. The supervisors will visit two collection only borrowers who live in that community. They will arrive at Sam Davis' place about 2:00 P.M. to start making another farm and home plan.

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